

## Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY DOHA PRIORITY

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E.O. 11652: N/A

TAGS: AGAO, ETRD, QA

SUBJECT: GAO SURVEY: INTERNATIONAL OIL MARKET SYSTEM

REF: STATE 65026

1. FOR SEVERAL MONTHS, THE GAO HAS BEEN CONDUCTING SURVEY INTO THE INTERNATIONAL OIL MARKET SYSTEM. REFTEL, BEING REPEATED TO EMBASSY, DESCRIBES SCOPE AND OBJECTIVES OF STUDY. WHILE GAO STAFFERS HAVE VISITED SEVERAL EMBASSIES TO COLLECT INFORMATION FOR THIS SURVEY, THEY HAVE NOT BEEN ABLE TO VISIT ALL THE COUNTRIES IN WHICH THEY ARE INTERESTED. AS A RESULT, THE DEPARTMENT HAS AGREED TO FORWARD THE FOLLOWING QUESTIONS TO SELECTED POSTS GAO INVESTIGATORS HAVE NOT BEEN ABLE TO VISIT. EMBASSY SHOULD ENDEAVOR TO ANSWER QUESTIONS TO THE BEST OF ITS ABILITY AND FORWARD A REPLY TO DEPARTMENT BY TELEGRAM TO ARRIVE BEFORE AUGUST 13. DEPARTMENT POUCHING SAMPLE REPLY TO GAO QUESTIONS FROM OTHER POST FOR EMBASSY'S INFORMATION.

2. GAO QUESTIONS ON OIL MARKET SYSTEM: (A) WHAT IS THE RELATIONSHIP OF QATAR TO OPEC AND THE OIL COMPANIES? (B) HOW ARE PRODUCTION DECISIONS MADE (PAST, PRESENT, LIMITED OFFICIAL USE

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FUTURE)? (1) ROLE OF THE OIL MINISTRY, THE STATE-OWNED OIL

COMPANY, THE OIL COMPANY, THE U.S. EMBASSY, OPEC, OUTSIDE

CONSULTANTS? (C) WHAT ARE THE TERMS OF ACCESS? (1) TYPE OF CONTRACT CONCESSION; (2) TERMS OF SUPPLY, PRODUCTION SHARE EQUITY, BUY-BACK RIGHTS; (3) TAX/ROYALTY ARRANGEMENTS; (4) PRICING ARRANGEMENTS, DISCOUNTS, DIFFERENTIALS, TERMS OF PAYMENT; (5) OTHER ARRANGEMENTS, TRAINING PROGRAMS, DEVELOPMENT COMMITMENTS, PR REQUIREMENTS. (D) WHAT ARE THE TRENDS AND TERMS OF FUTURE DEVELOPMENT BY MULTINATIONAL OIL COMPANIES, E.G., EXPLORATION, PRODUCTION, REFINING, TRANSPORTATION, MARKETING, TECHNOLOGY? (E) WHAT ARE THE TRENDS OF STATE OIL COMPANIES? (1) STRUCTURE, MANAGEMENT POTENTIAL, TRAINING OF NATIONALS, AVAILABILITY OF PROFESSIONAL CONSULTANTS; (2) AVAILABILITY OF NECESSARY CAPITAL (CURRENT ACCOUNTS SURPLUS, FOREIGN INVESTORS, INTERNATIONAL AGENCIES). (F) HOW DOES OIL FIT INTO THE QATARI DEVELOPMENT PLAN? (1) PLANS FOR SPINOFF INDUSTRIES FOR EXAMPLE: PETRO CHEMICALS;(2) AS A SOURCE FOR INDUSTRY AND OTHER ECONOMIC ACTIVITY. (G) WHAT PLANS DOES QATAR HAVE FOR DEVELOPMENT OF OIL/ENERGY? HOW DO THESE PLANS COORDINATE WITH OPEC? (1) REFINING AND MARKETING; (2) DOWNSTREAM INTEGRATION; (3) UPSTREAM PRODUCTION, EXPLORATION (H) WILL THE GOQ RELY ON INTERNATIONAL LENDING ORGANIZATIONS AND OTHER INSTITUTIONS FOR ITS CAPITAL NEEDS, OR WILL QATAR BE ABLE TO FINANCE ITS OWN DEVELOPMENT INDEFINITELY.

3. DR. O'BRIEN, SENIOR GAO PROJECT MANAGER FOR THIS CONGRESSIONAL STUDY, IS MOST APPRECIATIVE OF EMBASSY'S COOPERATION AND ASSISTANCE IN PROVIDING REQUESTED INFORMATION TO EXTENT POSSIBLE.  
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